THE

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A JOURNAL

SPECIALLY DEVOTED TO THE INTERESTS OF THE

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VOL. VII. No. 9. NEW-YORK, Saturday, February 27, 1875. WHOLE No. 163.

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THE MEETING NEXT WEEK—It is very important that the Eastern trade—from Boston, Philadelphia, Baltimore, and elsewhere, as well as New-York—should be generally represented at the meeting of the Central Booksellers' Association next Tuesday, March 2d, at the St. Nicholas Hotel.

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MESSRS. T. B. PETERSON & BROS. announce elsewhere their usual Special Spring Trade Sale, to continue from March 1st till April 17th, during which time they offer their books to dealers at special prices and special rates of discount—a privilege of which enterprising dealers will avail themselves.

MACMILLAN & Co. will issue very shortly the first of their new "Primers of History and Literature," which, from the sample pages we have seen, promise to be very admirable little books. This will be on "English Grammar," by Rev. Richard Morris, a leading English authority, and it will be priced at the exceptionally low rate of thirty cents in paper, or forty in cloth. Ten other volumes are already announced to follow.

AMONG the immediate English works of which Randolph will be the American publisher, we may note the fourth volume of the Christian Evidence Society lectures, "Strivings for the Faith," directed chiefly against secularism, and including lectures on Mill's Autobiography, and on the combination of unity with progressiveness of thought in the books of the Bible, two important topics of the time. Another book, an essay on "The Philosophy of Natural Theology," by Rev. Wm. Jackson, in confutation of the scepticism of the present day, received a prize at Oxford. The fifth volume of the "Biblical Museum" concludes the New Testameut division, and will contain a full index. Mrs. Macquoid's pleasant tour "Through Normandy," with its scores of quaint illustrations, will be priced at but $2.50, in this imprint edition for this country.

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[OFFICIAL.]

Publishers' Board of Trade.

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A Question of Christening.

WHAT the great libraries are to do for space by-and-by is one of the problems of the future that deserves to be ranked among Mr. Greg's "Enigmas of Life." But a question which is even more pressing is the serious one of what books are to do for titles. The resources of the alphabet in permutation are almost infinite, and those of the dictionary incalculable, so that it is already astounding how many millions of billions of trillions of different sentences have been written to make literature. But the resources of words in the happy and sufficiently brief combinations to make good titles are not so extensive. Scarcely a week passes but we happen on some duplication of titles already used; and doubtless the hundred and fifty volumes in which the old copyright entries lie buried in the crypts of the Capitol, would challenge others by the score. It is curious that the Librarian of Congress, to whom all the books used to be dedicated, has no authority to rule out duplicate titles, as the patent-office has over infringing patents: he is merely a registering officer, and the owner of a title must punish trespassers in the courts. But we would make at least one suggestion to publishers—that before setting up a running title to a book, reprint as well as original, they should spend fifty cents in inquiring of the copyright-office whether the title is already in use. It is an infinite bother to booksellers to have different books of the same title to deal with, and it is sure to hurt the sale of one or the other book. What will happen when the titles are all used up, is an awful problem we decline to exercise ourselves over. But we suppose people will never stop publishing books for want of fresh titles.

A CONUNDRUM is forwarded to us by a far West house, in the shape of a circular to booksellers, from a magazine which shall be nameless, offering to furnish the Philadelphia revised edition of Chambers' Cyclopædia, in sheep (retail, $60), the Fireside edition of the Waverley Novels ($34.50), the six-volume edition of Knight's Half-Hours ($9), and five copies of the magazine ($12.50)—in all $116 worth of goods at retail prices—all for $50, or more than a half off on the books, counting the magazines to be worth nothing. Thus a small house outside the book trade buys about ten per cent better than the largest houses inside can. We must leave it to other people to answer how it is done. We give it right up. A free subscription to the PUBLISHERS' WEEKLY for the correct answer!

OUR readers will be interested in a letter from Mr. Wesley Jones, of Iowa, discussing various points in reform. We fear the trade will scarcely agree with his proposal, that underselling should be put a stop to only on new books; indeed, his is the only indorsement of the Messrs. Lippincott's plan that we have received or heard of. That would be but a drop in the bucket, and would further lead to the utmost practical difficulty in drawing a line which would not be commonly over-stepped.

A PUBLISHING friend sends us a postal card "to show that it is not always the fault of the publishers that the booksellers don't make sales." The card is from a clergyman in one of the largest cities in this State, who was unable to find a copy of one of the best-known and most widely-selling books of the day on the counters of any dealer in his city. At each inquiry, "the supply was exhausted," although the publishers have been ready to fill all orders. This is a point well taken; yet, as we have often said, the difficulty is a mutual one. The booksellers make so little money because of the underselling encouraged by publishers, that they can't accumulate sufficient capital to keep a fair supply of books.

WE are sorry to learn that the Library Committee of Congress have not been able to secure consideration of their bill providing increased accommodations for the library. The *Tribune* states that the plan to erect a suitable building at a distance from the Capitol does not meet with much favor, nor does the scheme for extending the west front of the main building of the Capitol. The National Library certainly needs separate accommodations, whether in the Capitol grounds or in the city proper, for it would be worse than useless, in view of its necessary growth, to attempt to subordinate it in any building but one of its own; and that should be so planned as to provide for indefinite extension.

NOTHING like novelties—and from Paris! Our friend the *Golden Age* is offering a pair of "Ladies' Elegant Two-Button Kid Gloves, of any desired size or color, mailed free;" in fact, "a prime, thoroughly reliable, and elegantly finished" article—for every subscriber. This is offering the right hand of fellowship in a left-handed manner. We advise to follow it up by a special offer of glove-fitting corsets. Truly "an extraordinary inducement."

LETTERS TO THE EDITOR.

The interests of the trade can not be better served, than by a full discussion by its members of all questions which affect it. Our columns are always open to communications on any such subject, provided they be brief and suggestive, and we cordially invite the trade to express any suggestions or opinions of interest or value in "Letters to the Editor."

A Letter from Mr. Wesley Jones.

BURLINGTON, IOWA, Jan. 20th, 1875.

To the Editor of the Publishers' Weekly:

I have read with interest the many communications that have appeared in the PUBLISHERS' WEEKLY (and our guide) as regards reform in the book trade, and I am pleased to see so much interest taken on the subject, both by the publisher and seller. I am satisfied in my own mind that we are now on the road to reform, and all that is necessary to complete our task is for the publishers to come forward and indorse those to whom they entrust their goods. I do not wish to advise those better able to judge, but the publishers should respect the dealers in their goods, and protect them so far as is in their power, and I am satisfied that it would be profitable to them in the end. If a book is listed at $1.50, it should be sold at that price by the publisher. Many send up the cry that competition is the reason that they are sold for less. I contend that there is no competition in the book trade as regards the price that any publisher puts on his books, for they are copyrighted, and he owns them.

If Harper & Bros. could publish McGuffie's Readers, and Wilson, Hinkle & Co. could publish Wilson's Readers, and the buyer could buy them of either one that sold them the cheapest, the same as paper-mills compete, then there would be a competition in prices, and some excuse for the publisher to sell the book he quotes at $1.50 retail for any price he sees fit. But there is no such competition.

Another great evil is in the introduction of school-books at one third, forty, and one half off where the old books are given in return. This is a great evil to the dealer, for the consumer is under the impression that the dealer makes at least one hundred per cent on his goods, and causes the remark invariably by all the consumers, that *all books* are too high. It would make no difference if the McGuffie Spellers were ten cents per copy, they would grumble as long as the present discounts are given for the introduction of school-books. In my opinion every school-book that can not be introduced at its retail price, or at a discount of not more than ten per cent, is not worth its introduction. They should all be introduced on their merits and not on their price.

If this *one evil* could be remedied, there would be an impetus in the book trade that would surprise all the publishers as regards the sales and profits of their business, and I hope that the day is not far distant when this reform will take place. I know it can be done, for where there is a will there is a way. I for one do not sell books in my retail department at less than retail prices, neither does any dealer in the city; for why? I sell them all (the dealers), and tell them they must sell at the retail prices and I will protect them; if they do not, I will not supply them, and I will make the prices at a discount they can not afford. Why can not the publisher do the same? He can.

Much has been said of the North-west cutting in prices, since the organization of the Western Jobbers' Association, and the A. B. T. A., at Put-in Bay. I do not know of any first-class jobbing house west of Lake Michigan selling under the rates that were established there. I have known of some small establishments so doing, but none of the larger houses, and how easy would it be for the publisher to remedy this, by not supplying those who indulged in cutting rates. I have received many letters from retailers, headed as follows: "Please send us your ring rates on school-books," from the very men whom we are protecting so far as in our power.

Another question arises as regards miscellaneous books. I must agree with Messrs. J. B. L. & Co. on one point, which is, that miscellaneous books, one year or over old, should be sold as the dealer sees fit. They do not express themselves so plainly as that, but that is what I judge is their meaning, from conversations I have had with them on the subject; and I hope that we all, as publishers and sellers, will not use any personal remarks in expressing our opinions as regards what Mr. So and So should do, but that all opinions will be put together on an even balance, and the best ones selected as a guide.

We have done our work well, so far, in the past six months. Let us not turn back, but keep on improving, and it will not be long before the book trade will once more take that position in commercial circles it so well deserves—the most honored and respectable of all. With respect, WESLEY JONES,

Member of Executive Committee.

Another Voice.

ATHENS, GA., Dec. 29th, 1874.

To the Editor of the Publishers' Weekly:

SIR: I am glad to notice that your efforts in behalf of the retail booksellers have been productive of good results, and that many of the leading publishers of the country have determined to set their faces against the ruinous system of retailing their own books at wholesale prices. But there are evils in the trade which have not been reached, and I fear will not be, by any action yet taken or likely to be taken. How are the jobbers in the large cities to be prevented from interfering at will with the legitimate trade of the retail booksellers? For instance, I am located in a university town, and largely dependent on the trade of the university for my support. Now, under the present condition of things, there is nothing to prevent a club of young men from sending to a jobber for a lot of text-books, and getting them at a discount of from twenty-five to thirty per cent. The Law School have been ordering their text-books from a house in Cincinnati, where they buy them at the discount before mentioned, and I have been informed that similar discounts have been offered to the students in

other departments. No retail bookseller can make a living in competition with wholesale houses. A medical student came into my store a few days ago and asked for Wood & Bache's United States Dispensatory. I offered him the last edition at publisher's retail price ($10), but he declined to buy, as he could procure it through the Dean of his college from the publishers for $7. There is scarcely a retail dealer in the country who has not had the same experience in regard to this or some other book.

There is another difficulty which ought to be remedied in some way. I allude to the custom which prevails in some sections among retail booksellers, of underbidding each other, and putting retail prices down to a figure but little above wholesale prices. In one of our Georgia cities there are five or six retail bookstores, and the competition is so sharp among them that school-books are retailed at list prices, and in some cases for even less. The "Christian Harmony," a $1.50 book, is retailed at $1.25, and a shrewd, sharp buyer can purchase school-books at ten per cent above cost. The result is, that we who live within striking distance of said city are asked to conform to their figures, and when we refuse to do so, we are charged with asking exorbitant prices, when, in fact, we are only demanding the publishers' retail rates. It is hard to tell how to remedy this evil. If the retail booksellers of the country could be induced to enter into a mutual agreement not to retail at less than regular publishers' prices, and the wholesale dealers will agree not to sell to dealers who are outside of this organization, it might be reached. Can not something be done? Yours truly,

A Retail Bookseller.

BOOKS RECEIVED.

The Histology and Histochemistry of Man; a Treatise on the Elements of Composition and Structure of the Human Body, by Heinrich Frey, translated by Arthur E. J. Barker. (D. Appleton & Co.) The importance of this work as a handbook, and the great favor with which it is regarded in Germany, may be estimated from the fact that the present translation is from the fourth German edition. The edition has been considerably enlarged and carefully revised by the author, thus completing a work which by authorities has been recommended to students as the best monograph of its kind issued. It is very handsomely gotten up, and contains over six hundred engravings on wood. 8vo, cloth, $5.

The Straits of Malacca, Indo-China, and China, by J. Thomson, F.R.G.S. (Harper & Bros.) We have here embodied, in one of the most agreeable volumes of travel we have recently examined, the author's experiences and adventures during ten years' residence in and about China. The impressions he gives us of China and its inhabitants, both with his pen and pencil, are not only wonderfully lifelike and vivid, but decidedly amusing and entertaining. The illustrations, sixty in number, from the author's own sketches and photographs, are full of interest, and add materially to the attractiveness of the work. Gotten up with the same liberality which characterizes all the works issued by this firm. 8vo, cloth, $4.

The Law and the Lady, by Wilkie Collins. (Harper & Bros.) The last volume issued of the "Illustrated Library Edition" of Collins's works. 12mo, cloth, $1.50.

The Encyclopædia of Pure Materia Medica, Vol. I., edited by Timothy F. Allen, A.M., M.D. (Boericke & Tafel.) The aim of this work is to supply a complete and accurate record of the positive effects of drugs upon the healthy human organism. A large amount of literature has been searched to effect this, and original sources have been obtained and transcribed or translated. Valuable contributions have also been made to it by Drs. Richard Hughes, of England, C. Hering and Ad. Lippe, of Philadelphia, and Carroll Dunham, of New-York. The present volume includes "Abies–Atropia." Very handsomely printed and substantially gotten out. 8vo, cloth, $6; sheep, $7; half morocco, $7.50.

Shaw's Choice Specimens of American Literature, and Literary Reader, by Prof. Benj. N. Martin. (Sheldon & Co.) This edition of a very favorably known work is so improved and enlarged as to appear almost a new work. Very important additions have been made to it, such as selections from the eminent authors of recent date, and fuller selections from those of importance already given. In the former edition, from want of space, the selections were necessarily brief and fragmentary; they will be found here in all cases more satisfactory. 12mo, cloth, $1.50.

The United States Register, or Blue Book for 1875, compiled by J. Disturnell. (T. Ellwood Zell.) It would be impossible to enumerate in our space the variety of information afforded by this publication. That it is in its twenty-fourth year is sufficient proof of its reliability and comprehensiveness. It refers chiefly to matters concerning the government, the different departments of which are so fully represented as to make it an indispensable handbook. 8vo, cloth, $2; paper, $1.50.

Days near Rome, by Augustus J. C. Hare. (Porter & Coates.) The environs of Rome would seem to be untrodden ground almost to the tourist, from the many fresh points of interest discovered by Mr. Hare, and hitherto undescribed in any volume of travel. His various excursions were all within a few days' journey of Rome, and yet they led to places perfectly surrounded with classical reminiscences, and unknown to the ordinary traveler. Mr. Hare writes in most acceptable style; he is learned and yet amusing, while his text is enriched throughout by most copious and appropriate quotations from such imaginative works as "Roba di Roma," "The Marble Faun," George Sand's "Daniella," etc., or, in fact, from whatever source he can glean a word-picture to more fully illustrate his own clear and striking sketches. Numerous sketches made by himself embellish the volume. 12mo, cloth, $3.50.

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LITERARY AND TRADE NEWS.

THE star of the book trade is still in the ascendant. We do not mean to cast any financial imputation on the house of Lee, Shepard & Dillingham when we say that they are "going up," but to congratulate them on their following the general precedent in removing to finer quarters on Broadway, just below the "trade centre." They will occupy after May 1st the spacious store, No. 678 Broadway, opposite the Grand Central Hotel, and between Bond and Great Jones streets. Their new premises cover 28 x 138, and afford ample space for the transaction of their large jobbing business. We call attention to the advertisement elsewhere of lofts to let in the same building, in which special inducements will be offered to those in the book, stationery, or fancy goods trades.

THE trade is still closing in around Astor Place. Dodd & Mead leave their pleasant but not spacious store at 762 Broadway, just above, and get a few doors nearer at 751, on the opposite and favorite side, where they have leased for a term of years the commodious store of the size of Schaus' art emporium, next door. This young firm has made notable progress since it has occupied its present store, and has published from it a number of eminently successful books, some of them by authors whom it has introduced to the public. The omens are auspicious for continued growth in the new location.

THE house of D. D. Merrill & Co., St. Paul, Minn., will hereafter do business under the firm name of D. D. Merrill, Allen & Co., Mr. Alanson Allen, of St. Cloud, having joined the house. At the same time it has admitted to partnership Mr. H. E. Wedelstaedt, who entered Mr. Merrill's employ while a mere boy, and has by his faithfulness and industry worked his way up, and merited the compliment of being admitted as a partner in the house. We can heartily indorse what a local paper says in this connection: "If more of our business houses would recognize the services of the young men under their employ, there would be more to stimulate them to merit it at their hands."

R. W. SMITH & Co., whose book-binding business was recently interfered with by fire, will resume their business at 46 Marion street as soon as they can get their shops and machinery in order, and every effort is being made to accomplish this as soon as possible. Through the courtesy of Mr. Benedict, Mr. Archer, and others, they are enabled to continue business without interruption, and they receive books and sheets at their temporary office, No. 41 Marion street, covering all stock by insurance at their own expense until they re-occupy their former premises. In such an emergency, we may add, it behooves all the trade to stand by temporary sufferers as far as is possible.

THE announcement of the admission of Mr. John Macfarlane to the firm of E. B. Smith & Co. was received with hearty congratulation by the New-York trade, who had known the gentleman in his earlier trade associations in this city, and later in his connection with the Detroit house.

A NEW and thoroughly revised edition of Wood's "Resistance of Materials" is in press at John Wiley & Sons.

BUSINESS CHANGES.

CHICAGO, ILL.—Emerson & Stott, 239 W. Madison street, stationers, booksellers, and music dealers, have been succeeded by Emerson & Kennedy.

HAGERSTOWN, MD.—Walter A. Mobley has purchased the stock formerly owned by McCleery & McLaughlin, and will continue the sale of books, stationery, wall-paper, window-shades, and fancy articles, at the old stand, 42 W. Washington street.

ST. LOUIS, MO.—The Central Publishing Co. have become the publishers of Holze's Physics and Vickroy's Grammars, having purchased the plates, etc., from Hendricks, Chittenden & Co.

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DIVOLL, The American Citizen.—Meigs' Cranial Forms of American Aborigines, Phila., 1866.—Adams' Uncle Tom at Home, 8vo, Phila., 1853.—Wineberger, The Home of Washington.—American Practical Cookery Book, 12mo, George J. Evans, 1859.—Boyd's Pictorial Directory of Broadway, 1859, 8vo.—Classic Ground of American Authors, (Lockwood,) portfolio.—Irving Vignettes, by Smillie, etc., 12mo, pp. 287, (Putnam.)—Munson, Flowers from my Garden, (Randolph,) 1863. D. VAN NOSTRAND, 23 Murray Street, New-York.

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